## AGENDA INFORMATION SHEET

**DEPARTMENT:**        Procurement

**ACM:**        Christine Taylor

**DATE:**        May 19, 2025

## SUBJECT

Consider recommending adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with Samsara Inc. through the Sourcewell Cooperative Purchasing Network Contract No. 020221, for the Samsara Camera Software System for the Solid Waste and Recycling Department; authorizing the expenditure of funds therefor; and providing an effective date (File 8679 – awarded to Samsara Inc., for one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of $434,929.00).

## STRATEGIC ALIGNMENT

This action supports Key Focus Area: Support Healthy and Safe Communities.

## INFORMATION/BACKGROUND

The City Council is being asked to approve the adoption of Samsara Inc. for managing our city's fleet and operations. Samsara Inc. is an advanced system that helps manage vehicles, monitor driver safety, and track equipment in real-time. The platform combines GPS tracking, cameras, and sensors to provide a complete picture of our operations, leading to safer, more efficient, and cost-effective city services.

Samsara is being proposed to modernize the city's fleet and operations management, addressing outdated systems that cause inefficiencies, increased costs, and safety issues. Recognized as a critical need by city management, Samsara offers real-time tracking, enhances driver safety, ensures compliance with regulations, and reduces operational expenses, aligning with the city's goals of improved public service and safety. This proposal tackles immediate challenges and regulatory requirements. Stakeholder feedback, particularly from fleet operations, strongly supports Samsara due to its intuitive interface and potential for significant cost savings. Chosen for its comprehensive, value-driven features, Samsara promises long-term benefits and future readiness. Upon approval, the implementation will commence immediately with a phased approach, including staff training and ongoing performance monitoring. This strategic initiative aims to modernize city operations, cut accident-related costs, and boost public safety, making it the most effective way forward.

|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Total |
|---|---|---|---|---|---|---|
| Hardware/Licenses | $83,224.94 | $82,425.94 | $82,425.94 | $82,425.94 | $82,425.94 | $412,928.70 |
| Contingency | 4,400.06 | 4,400.06 | 4,400.06 | 4,400.06 | 4,400.06 | 22,000.30 |
|  |  |  |  |  | **Total:** | **$434,929.00** |

Pricing obtained through Sourcewell Cooperative Purchasing Network has been competitively bid and meets the statutory requirements of Texas Local Government Code 271.102.

## PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On January 28, 2020, City Council approved the interlocal agreement with Sourcewell (Ordinance 20-197).

## RECOMMENDATION

Award a contract with Samsara Inc., for the Samsara Camera Software System for the Solid Waste and Recycling Department, in a one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of $434,929.

## PRINCIPAL PLACE OF BUSINESS

Samsara Inc.
San Francisco, CA

## ESTIMATED SCHEDULE OF PROJECT

This is an initial one (1) year contract with options to extend the contract for four (4) additional one (1) year periods, with all terms and conditions remaining the same. This Sourcewell contract expires March 26, 2026.

## FISCAL INFORMATION

These services will be funded from Solid Waste Administration Software Licenses account 660001.7803. Requisition #167660 has been entered into the Purchasing software system in the amount of $83,224.94. The budgeted amount for this item is $434,929.

## EXHIBITS

Exhibit 1: Agenda Information Sheet
Exhibit 2: Ordinance

Respectfully submitted:
Lori Hewell, 940-349-7100
Purchasing Manager

For information concerning this acquisition, contact: Adrian Hill, 940-349-8061.

Legal point of contact: Marcella Lunn at 940-349-8333.